Telephony

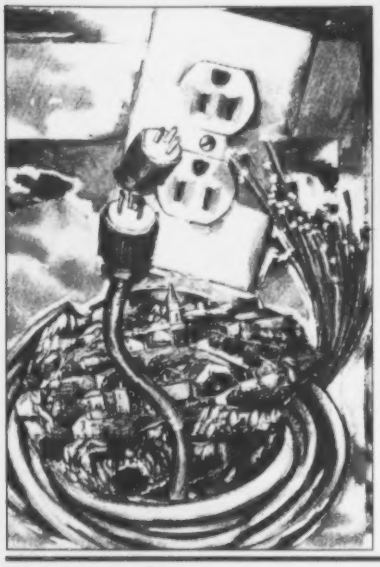
AN INTERTEC PUBLICATION JUNE 29, 1992 FOR TODAY'S [illegible] ETWORK MARKET $3

POWERING FIBER IN THE LOOP

In the news...

BELL ATLANTIC OPENS SONET SHOWCASE

CALGARY CUTS OVER FIRST TDMA SERVICE



MONDAY, JUNE 29, 1992 Volume 222, No. 26

Telephony

FOR TODAY'S COMPETITIVE PUBLIC NETWORK MARKET

COVER STORY 22

TO BULK OR NOT TO BULK

By Jeff Davis. The fiber-in-the-loop revolution wages on with promises of broadband services for all. But ubiquitous FITL deployment is impeded most by a lack of a winning powering solution. Three basic solutions exist today, but none are clear-cut winners for all situations. Innovative power systems will make FITL a reality

Cover illustration by Laura M. Doyle

NEWS OF THE WEEK

BELL ATLANTIC SHOWCASES SONET 8
The carrier, along with AT&T Network Systems, has opened a large customer showcase of synchronous optical network equipment and services in Pittsburgh

CALGARY LAUNCHES COMMERCIAL TDMA 9
AGT Cellular of Calgary has cut over the first cellular network based on digital time division multiple access technology using gear from a Motorola/Northern Telecom joint venture

GLOBAL PRIVATIZATIONS LURE INVESTORS 9
Industry leaders discuss international telecom investment opportunities at a daylong seminar jointly hosted by the Federal Communications Commission and the Illinois Commerce Commission

BNR BOASTS FIBER LASER BREAKTHROUGH 10
Northern Telecom's research and development arm says it has developed a new laser technology that should significantly cut the costs of deploying fiber to the home

AT&T LAUNCHES FIRST SWITCHED DS-1 12
Without much fanfare, the vendor's new Simunet service for the 5ESS switch hits the market

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By Jack Barry, Anthony Terranova and Martyn Roetter. Although LECs are looking everywhere to cut costs these days, many have overlooked the management of supply chain logistics. Controlling purchasing costs, however, could mean substantial savings

PERSPECTIVES 36
By Carol Wilson. Telcos: Your future depends on your vision. Your industry faces exciting, yet difficult, times. What can you do to compete?

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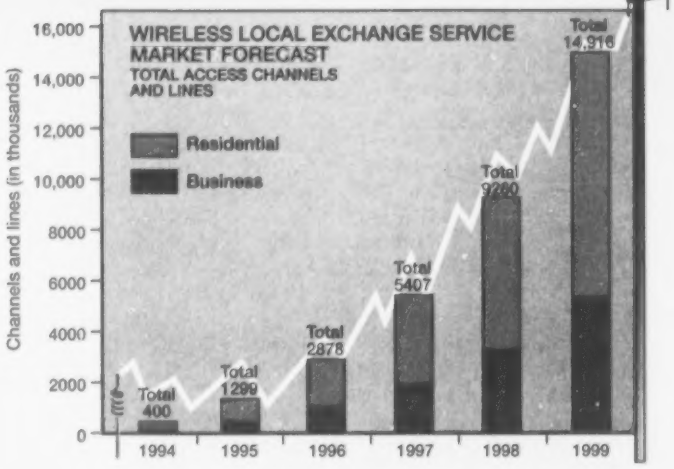
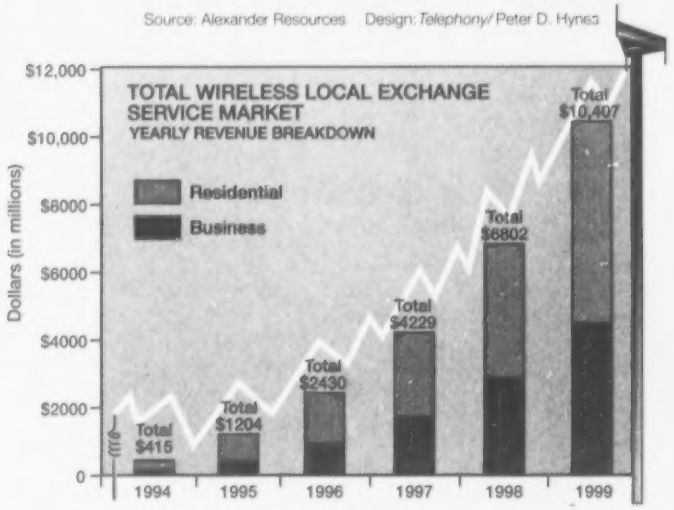
BT and Telecom Finland.

"The Asian market is evolving a little more slowly than Europe," said Brian Button, StrataCom director of marketing. Much of the frame relay activity, he added, is being spurred by international carriers and value-added network providers.

Currently, a branch of Union Bank of Switzerland in Japan is using frame relay from a StrataCom IPX, according to Mike Matthys, senior manager of Asia-Pacific business development. That customer was supplied through Rikei.

Oki will market StrataCom's IPX 16 and 32 switches under the iOX7000 series. The two companies also are developing a 2-Mb/s interface for the IPX line. The agreement gives Oki, an NTT supplier, frame and cell relay products.





Source: Alexander Resources Design: *Telephony*/ Peter D. Hynes

A recent study by Alexander Resources, Scottsdale, Ariz., finds there may be greater than anticipated demand for wireless service—although much depends on the way the service is packaged. Based on a survey that avoided use of terms such as PCS and cellular, the study finds that although businesses and residences are soft on many traditional PCS and cellular applications and their accompanying costs, they did identify certain telecom requirements they thought important in the future, such as landline backup, emergency and security. These, the study points out, are easily met through wireless service.

COMPASS reports successful sailing

Ann H. Lindstrom
Assistant Editor

US West's COMPASS trial is charting a true course just a little more than a year since it was launched at SUPERCOMM '91 in Houston. In fact, the "living laboratory" has become so valuable to the company that it plans to continue COMPASS in some form or another after the five-year project is over, John Strickland, director of broadband services for U S West, said during this year's SUPERCOMM in Chicago.

COMPASS, a series of narrowband, wideband and broadband network application trials, was created to help U S West design, standardize and operate high-speed public switched digital networks of the future.

To date, COMPASS has completed two trials. Desktop video calling using DS-1 and DS-3 was conducted with AT&T. The trial connected 23 U S West executives in Minnesota, Colorado, Oregon, Washington and Arizona. AT&T also participated in a medical imaging trial using switched DS-1 at the Center for Diagnostic Imaging in Minneapolis-St. Paul (see story on page 12). The center moved CT scans and other images between four locations.

The Center for Diagnostic Imaging currently is using switched multi-megabit data service (SMDS) for imaging in the second phase of that trial. In addition, 3M Corp. is using SMDS for local area network connection in conjunction with Siemens Stromberg-Carlson, and WestNet and Colorado Supernet are experimenting with SMDS-based internetworking.

Additional trials currently under way include LAN interconnection over frame relay for Northwest Airlines; electronic real estate imaging over a narrowband integrated services digital network using Fujitsu equipment; and document imaging and image mail over NISDN for students, professors and administrators of the University of Minnesota's Carlson School of Management in conjunction with AT&T.

On tap for the 1992-1993 time frame are videoconferencing and consultation over switched DS-1, and distance learning and desktop videoconferencing over NISDN.

Although COMPASS started out with five initial projects—NISDN,

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